RGF HR Agent India

Business Development Manager / Sr.Manager

Sales jobs for Indian Japanese speaker

募集職種

人材紹介会社
RGF Select India Pvt. Ltd

求人ID
1555630

業種
ハードウエア

雇用形態
正社員

勤務地
インド, Bangalore or Chennai

給与
300万円 ~ 500万円

勤務時間
9:00-18:00 Mon-Fri

休日・休暇
Saturday, Sunday

更新日
2026年11月11日 05:00

応募必要条件

職務経験
6年以上

キャリアレベル
中途経験者レベル

英語レベル
流暢レベル

日本語レベル
ビジネス会話レベル

最終学歴
大学卒： 学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

Details will be provided upon provisional application.

■Job Description:
Our Business Development and Customer Success team is seeking a Manager/Senior Manager to join a highly skilled group focused on creating innovative digital products and services for the mobility industry of the future.

■What you will do:

- Build and maintain strong relationships with B2B clients, ensuring the success of ongoing engagements.

- Identify and pursue new business opportunities, maintain a healthy sales pipeline, and manage the sales cycle including proposal creation, estimation, and Statement of Work (SoW), in close collaboration with technical teams.
- Lead sales planning and oversee tracking, reporting, invoicing, and other aspects of sales operations in coordination with Finance and cross-functional teams.
- Design and implement business development strategies to achieve sales targets, expand the customer base, and strengthen the company’s market presence.
- Drive revenue growth, profitability, customer satisfaction, and expansion of client relationships and engagement portfolio.
- Contribute to shaping the long-term business strategy and roadmap.

スキル・資格

【Necessary Skills / Experience】

- 8+ years of proven experience in sales, relationship management, or account management within the IT or digital solutions industry
- Proficiency in both Japanese and English (mandatory requirement)
- Strong track record of driving and closing large enterprise-level deals while managing complex sales cycles
- Excellent verbal and written communication, presentation, and negotiation skills, with the ability to influence stakeholders at senior and mid-management levels
- Consistent achievement of multi-million-dollar revenue targets
- Strong collaboration skills with a proven ability to build and maintain trust-based relationships both internally and externally
- Solid business acumen and understanding of IT and digital technologies
- Knowledge of cloud-based solutions and experience in mobility-related digital services is desirable, with the ability to lead client conversations in these areas
- Experience working with global clients; familiarity with the Indian market is a plus
- Awareness of the broader mobility and transportation ecosystem, including OEMs, dealers, and supply partners
- Understanding of emerging technologies such as electric vehicles, autonomous mobility solutions, remote diagnostics, and digital service platforms
- Passionate about customer success, able to work independently, and skilled in problem-solving with attention to technical details and structured approaches

会社説明